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Continuing to provide its customers with the right solutions at the best prices, *FedSource* recently announced the addition of Johnson Controls World Services, Inc. to its high-caliber roster of Project Support vendors. As many *FedSource* customers will be working with this organization in the coming months, following is a brief company and services overview.

Johnson Controls World Services, Inc., formerly Pan American World Services, has been an industry leader in facilities maintenance and operations since 1953. Beginning with its entry into the space launch support services field at Cape Canaveral, FL, its maintenance technology teams have supported NASA and other Government agencies in

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## Federal managers face challenges meeting today's information technology needs

Information is a valuable asset, particularly in federal agencies. As such, the appropriate steps need to be taken to ensure that it, too, is safe and protected. But how does this directly affect federal agencies and where can they find assistance?

Recently the Administration released its National Strategy for Homeland Security. Among other priorities, this plan emphasizes the critical role of Information Technology (IT) in recognizing and responding to potential threats and in collaborating with other agencies/organizations. Federal agencies' IT departments, along with human resources and procurement offices, will need to work closely together to ensure that they have the right resources to meet these homeland security goals.

This is not a small task as noted by Mark Forman, Associate Director for Information Technology and Electronic Government within the Office of Management and Budget. He recently testified before a Congressional subcommittee addressing technology and procurement policy with regard to government reform. During this testimony, he stated it will take more than "business as usual" efforts to meet the three key principles for unifying IT structure. These principles, include:



- Effective IT investment management to accelerate deployment, reduce risk and achieve mission goals.
- Identification and reduction of redundant and siloed IT investments.
- Taking advantage of economies of scale.

But as agencies strive to meet their own mission-critical initiatives with limited monetary and personnel resources, meeting additional homeland security goals may seem like an overwhelming task. The good news is that help is available.

There are a variety of resources that can assist federal agencies in meeting all of their goals. This includes assistance with IT reviews and project support. For example, *FedSource* provides federal agencies with support consisting of systems analysis, programming and database management. This allows agencies to get the support they need to complete all of their tasks. And since *FedSource* negotiates contracts on a volume basis, agencies get the benefit of lower costs – one of the three key principles mentioned above.

For more information regarding available IT assistance or short- or long-term project support, visit *FedSource* at [www.fedsources.gov](http://www.fedsources.gov).



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enhancing systems, facilities and equipment dependability and reliability.

Using its project and facilities management background, the organization evolved to provide full project support services, including industrial, technical, professional and administrative services. Its government customers have been impressed with their team's savvy and efficiency in completing their assigned projects, which allows agency personnel to focus their attention on mission-critical initiatives.

As a testament to the company's performance, *FedSource* awarded Johnson Controls World Services, Inc. a five-year, indefinite-delivery, indefinite-quantity contract to provide its Project Support Services. These services will be available nationwide to *FedSource* customers throughout the federal government.



## Improving financial management for 2003

The 2002 fiscal year is over, which means most agencies are busy preparing year-end reports and reviewing results. It can be frustrating, but with proper planning and the right assistance, agencies can emerge even more prepared for 2003.

To facilitate the financial reporting process, agencies first have to understand what is required and why. According to the President's Management Agenda, improved financial performance begins with reducing erroneous payments and achieving clean financial audits. This brings some specific changes for federal agencies, including:

- Due dates for audited agency financial statements have been accelerated from February 27, 2002 (for FY 2001) to February 1, 2003 (for FY 2002). By FY 2004, reports will be due November 15 of that same year.
- This year, agencies will be required to submit Performance and Accountability Reports with their FY02 statements. These should include audited financial data and performance information for easier tracking of agencies' progress.
- Based on the information above, OMB will publish effectiveness ratings for approximately 20 percent of Federal programs with the President's FY 2004 Budget.

But agencies don't have to go through this alone. *FedSource*, which provides federal agencies with a variety of assistance from management advisory services to project support, also helps them navigate through the federal government's changing financial structures.

Operating under the U.S. Department of Treasury, *FedSource* has first-hand experience as they helped the agency meet its "three-day close" mandated by Secretary O'Neill. Plus they have a corral of vendors that are ready to assist on all levels - whether it's evaluating and recommending specific process improvements, providing financial recovery audits or offering project support staff to get a new system up and running.



They understand that while these changes sound easy, they can be difficult to implement. To get agencies started in the right direction, *FedSource* provides the following advice. While this guidance was noted in a previous issue of *Working Smarter* on the "three-day close," it may help federal managers guiding their agencies through similar efforts:

1. Be a strong leader. Work with everyone to achieve program buy-in and use senior management as a support network.
2. Chart the workflow. Work with all partners that feed into your financial system (i.e., vendors, banks, etc.) to understand every step of the process.
3. Cross out all unnecessary steps. Data shouldn't need to be re-entered twice or get hung up on excessive approvals.
4. Work with partners to get all information electronically. Vendors will get paid faster, there will be fewer data entry errors, and financial personnel can concentrate on analysis rather than keystroking.
5. Consult the experts. It's a new process so it's okay if there's some confusion. To help guide you, organizations such as *FedSource* know what needs to be done and the easiest way to do it.

For more information on how to improve financial performance or how *FedSource* can help, contact one of *FedSource's* four offices. Their contact information can be found at [www.fedsource.gov](http://www.fedsource.gov).